

Operating Activities in FY2012

1. Sales and Ordinary profit

The total sales in FY2012 were 7,557 mil. JPY, decreased by 164 mil. JPY from the previous year, because, even though the number of credit inquiry increased due to the increasing use of credit sales of mobile phones and automobiles, the number of the CRIN(Credit Information Network) inquiry decreased in return for the established the FINE(Financial Information Network) inquiry.

In contrast, the ordinary profit reached to 1,019 mil. JPY, topping 1,000 mil. JPY mark, because various cost reduction measures, such as the decreasing cost to sales due to the end of amortization of the main computer system, turned out effective.

2. Credit Information held by CIC

The amount of credit information held by CIC reached, at the end of FY2012 (as of March 20, 2013), to 613.81 mil. records by 29.72 mil. records (+5% from the previous year).

In this database, the amount of the Credit Information was 571.74 mil. records (+4.8%) and continues to increase due to the mandatory reporting of credit information prescribed by the amended Money Lending Business Act and the amended Installment Sales Act.

The amount of the Delinquent Information was 14.16 mil. records (+1.0%) and accounts for 2.5% of the Credit Information.

3. Number of Credit Information Inquiries

The number of credit information inquiries (the Basic Service) by the member companies was 176.99 mil., increased by 8.09 mil. (+4.7% from the previous year).

In contrast, the number of the FINE inquiry through the credit information exchange network between the designated credit information agencies, was 33.59 mil., decreased by 1.37 mil. (-3.9% from the previous year).

The number of the CRIN inquiry through the credit information exchange network among other credit information agencies, was 7.97 mil., decreased by 1.61 mil. (-16.8% from the previous year).

Financial Conditions

1. Change in Business Results and Assets

(In millions of JPY)

	FY2009	FY2010	FY2011	FY2012
Sales	7,249	7,821	7,721	7,557
Ordinary profit	212	663	855	1,019
Net profit	134	355	433	629
Total assets	9,259	11,056	11,192	11,554
Equity	7,764	8,076	8,342	8,833

2. Summary of Balance Sheet

March 31, 2013

(In millions of JPY)

Assets			Liabilities	
Current assets		4,902	Current liabilities	1,632
Tangible fixed assets	3,025		Fixed liabilities	1,088
Intangible fixed assets	3,157			
Investments and Other assets	468			
Fixed assets		6,651	Total liabilities	2,721
			Equity	
			Capital	500
			Retained earnings	8,333
			Total equity	8,833
Total Assets		11,554	Total Liabilities and Equity	11,554

3. Summary of Income Statement

Fiscal year ended March 31, 2013

(In millions of JPY)

Net sales	7,557
Operating expenses	6,564
Operating income	992
Ordinary profit	1,019
Net profit	629

Results of Business

1. Credit Information held by CIC

(In millions)

	FY2009	FY2010	FY2011	FY2012	Growth rate
Credit information	488.41	506.96	545.27	571.74	4.8%
Delinquent information	9.89	10.38	14.01	14.16	1.0%
Application information	33.56	33.29	38.80	42.05	8.3%
Reference material	0.02	0.02	0.01	0.01	Δ2.5%
Total	522.00	540.22	584.09	613.81	5.0%

2. Number of Credit Information Inquiries

(In millions)

	FY2009	FY2010	FY2011	FY2012	Growth rate
Basic Services (Credit inquiry)	140.56	152.86	168.90	176.99	4.7%
Other services	16.46	21.16	15.81	14.95	Δ5.3%
FINE (*1)	-	31.24	34.96	33.59	Δ3.9%
CRIN (*2)	14.38	10.87	9.59	7.97	Δ16.8%
Total	172.09	216.14	229.27	233.52	1.8%

*1 : CIC exchanges the personal credit information such as outstanding balances with Japan Credit Information Reference Center Corp. (JICC), prescribed by the Money Lending Business Act.

*2 : CIC exchanges the derogatory (delinquent) information with the Personal Credit Information Center of Japanese Bankers Association and Japan Credit Information Reference Center Corp. (JICC).